



# Cleveland District Office News

Information for the Small Business Community

September 2006

U.S. Small Business Administration  
Cleveland District Office

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For More Information  
SBA Home Page: [www.sba.gov](http://www.sba.gov)

- SBA offices are located in all 50 states, the District of Columbia, Puerto Rico, the U.S. Virgin Islands and Guam.
- For the office nearest you, look under "U.S. Government" in your telephone directory, or call the SBA Answer Desk.
- SBA Answer Desk:  
1-800 U ASK SBA
- Fax: 202-205-7064
- E-mail: [answerdesk@sba.gov](mailto:answerdesk@sba.gov)
- TDD: 704-344-6640

All of the SBA's programs and services are provided to the  
public on a non-discriminatory basis.

## LOAN REPORT as of August 31



### Total Loan Volume – AUGUST 2006 (7(a) and 504 Combined)

Bank	Number of Loans	Dollars (In Thousands)
Charter One Bank	604	\$30,342
National City Bank	229	\$30,148
US Bank	163	\$9,824
FirstMerit Bank	146	\$24,301
JP Morgan Chase Bank	143	\$20,841

### 504 Loans

Bank	Number of 504s
KeyBank	19
FirstMerit Bank	14
National City Bank	14
Huntington National Bank	9
JP Morgan Chase Bank	7
SkyBank	7

CDC	Number of Approvals	Dollars (In Thousands)
Growth Capital Corp.	36	\$11,195
Cascade Capital Corp.	22	\$10,628
MVEDC	13	\$6,819
Stark Dev Board Finance Corp.	12	\$3,056
Lake County SBAC	11	\$2,775
Horizon Certified Dev Co, Inc.	3	\$4,064
Ohio Statewide Development Corp.	3	\$1,722
Community Capital Dev. Corp.	2	\$464
Lucas County Improvement Corp.	1	\$720
MEACO	1	\$350
Northwest Ohio Dev Ass't Corp.	1	\$258
West Central Partnership	1	\$196

## Special Announcements Hot Off the Presses:

### Wanted: National Small Business Week Nominees

In recognition of the small business community's contribution to the American economy, the President of the United States designates one week each year as National Small Business Week. As part of this special week, SBA presents awards to deserving entrepreneurs and small business champions/advocates at the district, state and national levels. We are already beginning our preparations for Small Business Week '07, but we need your help making the week a success! We are seeking nominees for the awards that will be distributed during Small Business Week.

If you know of someone deserving of consideration for these prestigious awards, please contact Jim Donato at (216) 522-4180, ext. 215. Jim can provide details of the nomination process. We hope to accept applications for various award categories, including Small Business Person of the Year, Small Business Exporter of the Year, Financial Services Champion of the Year, Minority Small Business Champion of the Year, Women in Business Champion of the Year, Small Business Journalist of the Year, SBA Family-owned Small Business of the Year, and others. We know we have great small businesses and small business champions here in the area – let's see if we can get one recognized at the National level during Small Business Week '07!!! ♦

### Weatherhead School Announces New Program for Growing Enterprises

The Case Weatherhead School of Management has announced a new program for leaders in small, growing enterprises. The program is called **"Leading the Growth Enterprise: An Executive Experience for Entrepreneurs"**, and it is being targeted toward owners, owner-managers and designated successors of established, growth-oriented companies. The program has been designed to provide entrepreneurs with practical, effective approaches to handling the challenges of creating and sustaining a successful enterprise. The course will convene for ten days between October 2006 to April 2007, with each session focusing on topics such as setting strategies for growth and stability, developing executive leadership skills, and real-time application focused on personal business challenges. More information about the program can be found at the following web site <http://weatherhead.case.edu/exed/ent/>. ♦

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## News for SBA Lenders

### SBDC Network Hosts Lender Roundtables



Our valued partners, the network of Ohio Small Business Development Centers (SBDC), have been hosting a series of Lender Roundtables throughout the territory covered by the Cleveland District Office. These roundtables give SBA and the SBDCs the opportunity to have open dialogue with area banking officers about opportunities and issues that impact small businesses' ability to access capital. District Director Gil Goldberg leads these roundtable discussions, and this gives him the opportunity to hear about the economic conditions in various areas of the District Office.

Recent roundtables have been held in Cleveland, Canton, Toledo and Fremont, and a Youngstown roundtable is scheduled for September. Please contact the Cleveland District Office at (216) 522-4180 if you would like more information on these and other future events. ♦



*SBA Cleveland District Director Gil Goldberg discusses current issues facing SBDCs and the banking community with Megan Reichert of the Ohio SBDC at the Toledo Chamber of Commerce and other area lenders.*

### Congressman Brown to Hold Small Business Seminar

**Congressman Sherrod Brown** invites the public to a free small business seminar on September 15 presented in cooperation with the SBA Cleveland District Office. Presentations on SBA loan programs, selling to the Federal government and Small Business Development Center services will take place, and IRS information will be shared. A Town Hall business issue discussion will follow so participants may interact with government program specialists. The free program will be held at Sptizer Conference Center, Lorain Country Community College, 1005 Abbe Road North, Elyria from 8:00 a.m. to 11:00 a.m. To reserve a seat, please call 330-865-8450. ♦



## Veteran-Owned Small Business Facts:

### Did You Know...

- There are approximately 6600 businesses owned by Veterans in the State of Ohio
- Between 6% and 9% of all Reservists are self-employed
- A law signed in December of 2003 requires Federal agencies and their prime contractors to do 3% of their business with Service-Disabled Veteran-Owned Small Businesses (This amounts to approximately \$9.0 billion!)
- The State of Ohio has the 5<sup>th</sup> largest population of Veterans in the country with 1.6 million Veterans, over 62,000 of whom are women!

### Cleveland District Office Program Staff

*Gilbert B. Goldberg*, District Director  
*Richard A. Lukich*, District Counsel

#### Lender Relations:

*James F. Donato*, Manager and PIO  
*Timothy J. Enschede*, Lender Relations Specialist

*Mark C. Hansel*, Lender Relations Specialist

*Thomas R. Sangrik*, Lender Relations Specialist

#### Business & Economic Development (Community Outreach):

*James M. Duffy*, ADD/BD  
*John R. Renner*, Business Development Specialist  
*Sonya M. Wagasky*, Business Development Specialist

## Veteran's Business Symposium

### to be Held November 14

The 4<sup>th</sup> Annual Veteran Business Symposium will be held on November 14 at the Spitzer Center, Lorain County Community College. The Symposium, one of the premier events of its type in the country, is a Regional event for Veterans and active military personnel who are currently in business or exploring the opportunity to start a business. Once again the program will be brought to you by the Procurement Technical Assistance Center and the U.S Small Business Administration.

The event brings together local and national Veteran and military-focused resources in order to assist our Veterans and active military in starting and expanding their businesses. Over 50 organizations will be on hand to assist the over 300 veteran attendees in all aspects of business development, government contracting. This event is being offered to provide attendees an opportunity for:

- ❖ Learning from a variety of business development resources through a series of workshops
- ❖ Accessing information regarding current legislation affecting veteran-owned and service disabled veteran-owned small businesses
- ❖ Business registration assistance in a variety of government contracting website in the on-site computer lab
- ❖ Benefiting from government contracting panels
- ❖ Accessing Veteran-focused services of all kinds
- ❖ Networking with federal and state buying activities including:
  - Wright Patterson Air Force Base
  - Defense Supply Center Columbus
  - NASA Glenn Research Center
  - Air National Guard
  - VA Medical Center
  - General Services Administration
  - TACOM
  - ODOT

For additional information on the event, please contact Jane Stewart, NEO-PTAC at 440-357-2294 or [jstewart@lcedc.org](mailto:jstewart@lcedc.org). ♦